

Going Solo Curriculum Design – Mapping of Going Solo Activities into Illinois Learning Standards

Activity	Illinois Learning Standards Addressed																
	1	3	4	5	6	7	8	9	10	11	15	18	27	Appl			
<b>Module 1 - Intro to Entrepreneurship</b>																	
Business Bingo		A	A														
First Impressions			AD														
What is an Entrepreneur?											C						
Entrepreneurial Examples											A						
Monumental Moments											A						
Entrepreneurship: Opportunities & Challenges																P	
The Risky Taste Test																P	
Candy Jar											AC						
The Business Flash																M	
Will I Succeed				A													
A Picture is Worth a Thousand Words				A													
<b>Module 2 - ID Business Opportunities</b>																	
Hobbies and Headlines											A-C						
Stump the Panel											A-C						
Do What You Love Video											A-C						
I Really Hate It When											A-C						
Business Ideas Are Born											A E						
The Business Connection											A E						
<b>Module 3 – Creativity and Inventions</b>																	
Growing Ideas Over Time - Through Care and Feeding			C								A						
Mind Games - Creative Thinking				A												C	
Creative Brainstorming								B					A				
Looking at Things Differently				AB												D	
Learning How to Think								B									
Apparently Evident					D											P	
Two Heads Are Better Than One	A						D									T	
Inventions from History											A E						
You Be the Inventor											A		A			P T	
Mother Nature											B C		A			T	
CPT Search (copyrights, patents, trademarks)											E						

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<b>Module 4 - Prototype Development</b>	1	3	4	5		6	7	8	9	10		11		15	18	27		Appl
Making a Prototype – Computer Simulation Game																		
Exploring the Suppliers						D												T P
Discussion on Decision Making														C				U
Bean Jar Exercise																		P
<b>Module 5 – Target Markets &amp; Consumer Behavior</b>							B											T P
Intro to Target Markets																		
Intro to Market Research														A B				
Intro to Psychographics & Market Segmentation				B								A						
To Market, To Market				A										A				U
Living Caricatures				A B										A				
Test Time				B										A				
Target Market Trivia		C		A B										A				
<b>Module 6 – Promotional Strategies &amp; Advertising</b>				A										A-C				
Slogan Matchup																		
Logo Flash	A C													A		A		
Intro to Methods of Advertising	A C													A		A		
Media Mania	AC													A				
Design a Business Card	A C	C	B											A				
<b>Module 7 - Pricing Strategies</b>		C															A	
Candy Bar Auction																		
The Price is Right						D												
Breakeven Analysis - Can of Soda				B		D								A				
Pricing - Poster Activity on Market Segmentation						D												
<b>Module 8 - Risk Management</b>				B		D								A				
Insurance Basics Discussion																		
Risky Business Game														A				
Types of Insurance Discussion						D												
Risks in Business - Computer Simulation Game				C														
						D		D						A B				

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<b>Module 9 - Record Keeping &amp; Budgeting</b>	1	3	4	5		6	7	8	9	10		11		15	18	27		Appl
Recordkeeping - Fate & Fortune						A												
Recordkeeping - Computer Simulation Game						A C												
Financial Analysis - Computer Simulation Game						D												
Recordkeeping - Monopoly®			B			B		B										
<b>Module 10 - Legal Issues &amp; Taxes</b>																		
Taxes - Computer Simulation Game														A E				
Registering a Small Business				C										E				
Trademarks, Patents & Copyrights														E				U
Taxes - Monopoly®														E				
<b>Module 11 - Developing A Business Plan</b>																		
Hobbies & Headlines Revisited		B C								A								
Jewelry Company Business Plan		B C								A								U
<b>Module 12 - Presentation Skills</b>																		
Back to Back			A B															
One Picture Equals			B															
Human Photos			B									A						P
Body Expression			A B															
The Gossip Line			A															
Hear Those Words			A															
Game Rules			A									A						P
"I" Messages			A B															
Getting Feedback			A B															
Tips for Public Presentations			B															
Speak Up			B															
<b>Module 13 - Business Ethics</b>																		
Caught Doing Something (Nice?)																		W
Community Support																		W

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<b>Module 14 - Business Etiquette &amp; Personal Image</b>	1	3	4	5		6	7	8	9	10		11		15	18	27		Appl
Making Connections			B															WD
Anatomy of a Handshake			B															WD
Manners with a Meal															A			
Which Fork Shall I Use															A			
Practicing a Business Lunch															B			
Working the Network			B															WD
Coping with Cocktail Parties			B															
<b>Module 15 - Business Borrowing, Banking &amp; Financial Management</b>																		
The Cash Cycle - Partitioning Cash Flow and Working Capital						A				A								T
Cash Flow Estimation, Part I - Jewelry 'R Them										A								
Cash Flow Estimation, Part II - Computer Simulation Game										A								
Borrowing/Lending Role Play								B										T
<b>Module 16 - Selling &amp; Customer Service</b>																		
One Size Does Not Fit All			A B															
Dealing with Difficult Customers			A B															
Hear My Pitch			B															

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